

BRIEFS



EVANS JOINS PURE SEED TESTING

HUBBARD, Ore. — Andy Evans is the new seed lab manager at Pure Seed Testing, Inc. Evans attended Ohio State University and was a field inspector in Ohio for three years before becoming a full-time laboratory clerk, and then manager, for The Ohio Seed Improvement Association in 1985. Mr. Evans became a Registered Seed Technologist (RST) in 1990 and then manager of the Pure Seed Testing, Inc. laboratory in June of 1994. For more information on Pure Seed Testing laboratory services, call Evans at 503-651-2297.

PLAISTED TO DISTRIBUTE BEST SAND

CHARDON, Ohio — Best Sand Corp. has named Plaisted Companies, Inc. of Elk River, Minn., as a new distributor of its golf course bunker sand. Plaisted will distribute white sand throughout Minnesota and western Wisconsin, delivering directly from a stockpile at the company's terminal. Plaisted is a major supplier of bulk maintenance and construction materials such as greensmix, topdressing materials, cart path aggregates, coarse gravel and drain tile rock.

BOILEK TO REP BECKER-UNDERWOOD

Wally Boilek has joined Becker-Underwood as the Eastern U.S. sales manager. Boilek will manage Becker-Underwood product sales East of the Mississippi. He brings to Becker-Underwood an outstanding background in the horticultural marketplace. Prior to Becker-Underwood, Boilek was the sales manager for I.S.I. Terra-Sorb. Boilek can be reached through Becker-Underwood's home office at 1-800-232-5907 or at his regional office at 219-923-1399.

ROBSON HIRED ON AT RANSOMES

LINCOLN, Neb. — Ransomes America Corp. (RAC) has named Dave Robson territory manager for the Turf Products and Professional Lawn Care divisions. In his new position, Robson will handle sales and dealer relations in Colorado, Utah, Idaho, Wyoming, Montana, Washington, Oregon and Western Canada. A native of England, Robson joined RAC's parent company, Ransomes plc, in 1990 as a market support manager and introduced the American market to the firm's line of Supreme reel blade and bedknife grinders. In 1992, he joined RAC in the same capacity.

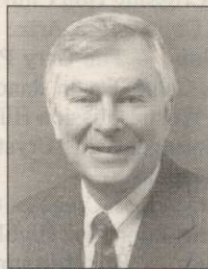


Dave Robson

Hoechst, Schering merger results in AgrEvo

WILMINGTON, Del. — A worldwide joint venture between Hoechst AG, Frankfurt and Schering AG, Berlin, has resulted in a new company in North America, based here. The joint venture, a new global company named AgrEvo, is the second-largest agricultural chemicals marketer in the world.

In North America the crop protection operations of AgrEvo will be comprised of the former North American operations of Hoechst-Roussel Agri-Vet, the Agricultural Division of Hoechst Canada Inc., and NOR-AM Chemical Co., a subsidiary of Schering Berlin Inc. Included within the North American Region are the operating compa-



W. Leo Elkins



Maurice Delage

nies of Roussel-Uclaf and AgrEvo Mexico. Roussel-Uclaf will conduct specialty/public health business, and AgrEvo Mexico will be responsible for agricultural sales within its country.

"The joint venture will be run on a partnership basis with 60 percent of the shares of AgrEvo being held by Hoechst and 40 percent by Schering AG, Germany," says Maurice Delage, president and chief executive officer of North American Operations. "The name AgrEvo symbolizes agricultural evolution in action. This name reflects the new company's commitment to developing and marketing environmentally-sound crop protection and specialty products.

"The increased global competition and consolidation within the crop protection industry requires a cost-optimized organi-

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NEW PRODUCT OF THE MONTH

Club Car recently unveiled its latest innovation in golf car technology, the 1995 DS Electric. Powered by the all-new PowerDrive System 48, the DS Electric delivers more power on hills, greater efficiency under all conditions and lower operating costs. The 48-volt system draws 27 percent less power than a 36-volt car, which prolongs battery life and reduces maintenance. The DS Electric can go 161 holes on a single charge. For more new products, see page 51.

Kimmel takes reins of Irrigation Association

Former IA president replaces Putnam

By HAL PHILLIPS

FAIRFAX, Va. — Former Irrigation Association (IA) President Tom Kimmel has replaced Pepper Putnam as executive director of the IA, and Putnam couldn't have endorsed his successor with any more enthusiasm.

"I think Tom Kimmel is quite easily the best choice the board of directors could have made," said Putnam. "He's a qualified, extremely capable person and I'm sure he'll do an excellent job."

"I'm so happy for Tom, I can hardly stand it."

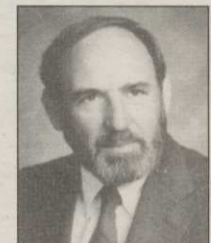
Kimmel assumed his post in late June. He served as president of the Irrigation Association in 1992.

"So I'm not exactly a novice about what we've done in the past and plan to do in the future," Kimmel explained. "The major thing we're up to are the educational programs. Tied to that is our certification program. We want to make it bigger and better, and that takes a lot more marketing on our part — to get it accepted by those who supervise those things."

Kimmel started his career with micro irrigation in the field, later advancing to manage sales and marketing at Hardie and Olson. He brings to the IA a wide range of experience in irrigation, agriculture and turf/landscape — domestically and internationally.

Kimmel said he hopes to maintain the IA's momentum with regard to its annual trade show, scheduled this year for Nov. 5-8, at Atlanta's Merchandise Mart Inforum.

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Tom Kimmel

Sod Growers now Turfgrass Producers Int'l

By HAL PHILLIPS

NEWPORT, R.I. — There has been a true changing of the guard at the American Sod Producers Association, which has officially changed its name to Turfgrass Producers International.

The switch was instituted at the group's annual Summer Business Meeting, held here in late July. In order to reflect the organization's increasingly international nature, members of the 27-year-old association voted unanimously to become Turfgrass Producers International (TPI), which now represents sod growers in 35 countries outside the U.S, accounting for 20 percent of the membership.

Members also elected Louis Brooking Jr. as TPI's first president. Brooking is CEO of Brookmade Sod Farms of Doswell, Va. The cast of new officers includes Vice President Doug Barberry of Aldino Sod Farms, Inc. of Churchville, Md. Barberry will assume the TPI presidency next July,

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Sod exempt from sales tax

OKLAHOMA CITY, Okla. — Legislation passed here has placed sod production alongside agricultural concerns, thus exempting sod sales from state tax. In this state, at least, there is no longer a question about turfgrass sod farms being agricultural operations when it comes to the states sales tax code. The law could serve as a model for other states which now have confusing statutes on the books.

The Oklahoma amendment, sought for several years by the state's turf producers, specifies that "the terms farm, farming, farming operation, agricultural production and production of agricultural products shall be deemed to include the...planting, growing, cultivation and harvesting of sod by commercial growers of sod."

Scotts Company alters European distribution

MARYSVILLE, Ohio — The Scotts Company has announced that, as of Sept. 1, the marketing and sales of its lawn and garden fertilizers and control products in Europe will be handled through the distribution and marketing system of the former Grace-Sierra Horticultural Products Company (now Scotts-Sierra Horticultural Products Company), which was acquired by Scotts in December 1993.

Previously, Scotts products were sold throughout most of Europe by a German company under that company's label.

"Scotts is leveraging Sierra's strong international presence to accelerate our presence in the global

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## Employees acquire stake in PBI Gordon

KANSAS CITY, Mo. — PBI-Gordon Corp. has formed the PBI-Gordon Corp. Employee Stock Ownership Plan (ESOP), which recently acquired a significant ownership interest in the company.

The move was announced by W.E. Mealman, PBI's chairman & CEO and Richard Martin, PBI's president & COO.

Mealman stated that in recent months, they had evaluated various options to help

plan for ownership succession. "Our goals for ownership succession were that the Company structure remain essentially the same as it is today, and that the employees of PBI share in the future success of the Company. We feel that the ESOP best meets these goals." Martin explained that an ESOP is a federally qualified employee benefit program designed to give employees ownership in the Company where they work.

## Toro Co. to sponsor GCSAA Golf Championship

LAWRENCE, Kan. — The Golf Course Superintendents Association of America (GCSAA) and The Toro Co. have signed a long-term agreement enabling Toro to be the association's exclusive partner for the annual GCSAA Golf Championship.

"GCSAA is very excited about this new partnership with Toro," said GCSAA President Joseph Baidy. "Toro's outstanding commitment to the industry and our association is very much appreciated by the GCSAA membership." Toro's involvement in the mem-

bers-only tournament will be realized through complementary receptions, continental breakfasts, a Victory Banquet, new and different tee prizes, and a hole-in-one contest, explained John Szafranski, vice president and general manager of The Toro Co.'s commercial product division.

"We are committed to the golf course management industry and are pleased to show our support by co-hosting a first-class golf championship," he said.

In addition, remaining funds donated by Toro — i.e., those not

applied to the expense of hosting the event — will be given as a contribution to the GCSAA's Scholarship & Research Foundation.

Toro's involvement will begin with the 1995 GCSAA Golf Championship, the association's 45th, scheduled for Feb. 20-21, in Monterey, Calif. Five area courses will play host to the tourney: The Bayonet at Ford Ord Golf Course, The Golf Club at Quail Lodge, Old Del Monte Golf Course, Poppy Hills Golf Course, and Rancho Canada Golf Club, West Course.

Mow more in less time. The 300 has a 116" cutting width and mows in four-wheel drive up to 7.5 mph. With a transport speed of 15 mph in two-wheel drive, no other mower moves as fast.

Achieve a superior cut. Steerable floating heads with variable weight transfer hug ground contours, while 6.5" diameter, variable speed reels deliver the highest clip frequency.

Experience true ease of operation with single lever lift, upfront wing units, and cross-cut capability. Grass catchers available.

Cut any type of grass in any season. Cutting height adjustment ranges from .25" to 1.5". Quick change front or rear clipping dispersment.

# The best drive from tee to green.

## The Ransomes 300. The ultimate fairway mower.

No other fairway mower can match the combined quality of cut and production capabilities of the new Ransomes 300. In fact, the 300 is the industry's only "right" weight, fine-cut, four-wheel drive fairway mower. It's a master class machine that out cuts, out powers, outperforms and outlasts the competition.

For the fairway mower that's in a class by itself, drive the Ransomes 300. You'll find it's the best drive from tee to green.

Call 1-800-228-4444 for the dealer nearest you to arrange a free on-site demonstration.



**RANSOMES**

Driven to be the best.

## Turf Producers International

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when members gather in Omaha, Neb., for the 1995 summer convention.

Also elected to a one-year term was Secretary-Treasurer Wayne Thorson of Todd Valley Farms, Inc. in Mead, Neb. Thorson and Todd Valley will serve as host farm for next year's Nebraska meeting.

Joining the TPI Board as three-year trustees are Chris Hope, Manderley Sod, North Grower, Ohio; David Doguet, Crenshaw & Doguet Turfgrass, Inc., Austin, Texas; and Bryan Wood, owner of Tip Top Turf, Milton Keynes, England.

TPI will next conduct its association business at its Midwinter Conference, scheduled for Feb. 8-10, 1995, at the Hilton Hotel in Walt Disney World, Lake Buena Vista, Fla.

## Scotts in Europe

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marketplace," says Kenneth W. Holbrook, senior vice president for Scotts. "Although Scotts has enjoyed a long and positive relationship with our German partner, the acquisition of Sierra has given Scotts a company-owned business base and organization throughout Europe, and in more than 50 countries worldwide. This enables Scotts to serve the marketplace under our own brand name."

Headquartered here, The Scotts Company now sells in the United States, Canada, the United Kingdom, continental Europe, Southeast Asia, the Middle East, Australia, New Zealand, and several Latin American countries.

For more information on the change, contact David J. Slaybaugh, The Scotts Company, 513-644-0011.